

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 INT-05 /023 R

DRAFTED BY COM/BIC/CAGNE/WSGAINES

APPROVED BY EB/OCA/CM/LAKLIEFORTH

COM/BIC/CAGNE/PBHALE

DOI/OWRT/JWO'MEARA

NEA/ARP/CCECIL (INF)

----- 073334

P 052239Z FEB 76

FM SECSTATE WASHDC

TO AMEMBASSY JIDDA PRIORITY

UNCLAS STATE 028628

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: KAISER/WESTINGHOUSE PROPOSAL FOR AL JUBAIL
DESALINATION PROJECT

REF: JIDDA 227

1. IT APPEARS THAT SUBJECT FIRM WILL BE ONLY U.S.-BIDDER
FOR AL JUBAIL PROJECT. ON THAT BASIS BUT REALIZING YOU
HAVE A HEAVY WORKLOAD, WE WOULD LIKE TO REQUEST SOME
SPECIFIC INFORMATION WHICH IS OF THE UTMOST SIGNIFICANCE.
PLEASE TRY TO RESPOND TO AS MANY POINTS AS POSSIBLE
CONSIDERING THE PROPOSAL IS STILL IN THE U.S. AND MUST BE
PRESENTED IN SAUDI ARABIA BY FEBRUARY 22:

--A. WHO ARE THE SAUDI AGENTS, CONSULTANTS OR PARTNERS OF
THE FOUR BIDDERS ON JIDDA III?

--B. WHO ACTUALLY PRESENTED THE FOUR BIDS--COMPANY REP,
GOVERNMENT AGENCY OR SAUDI AGENT?

--C. HOW DID THE FOUR BIDDERS RESPOND TO THE SAUDI
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REQUIREMENT FOR FIXED PRICES, VARIOUS UNCONDITIONAL L/C

PERFORMANCE, ADVANCE PAYMENT AND RETENTION GUARANTEES?

--D. ANY ADDITIONAL RELEVANT INFORMATION OBTAINED FROM
THE JIDDA III NEGOTIATIONS?

2. FYI--KAISER/WESTINGHOUSE WAS ANXIOUS TO BID JIDDA III,
BUT WAS NOT PERMITTED BY SAUDIS TO OBTAIN SPECIFICATIONS
ON THE PROJECT ACCORDING TO LOCAL WESTINGHOUSE OFFICIALS.

KISSINGER

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Message Attributes

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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Event:
Disposition History: n/a
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